

Which IUL is Better for My Client?

At United of Omaha, we offer two different fully-underwritten indexed universal life products – and it's your job to help your clients determine which one may work best for their needs. As you get to know the products better you'll see that there are many similarities but the differences are important. Here's an at-a-glance overview.

	Life Protection Advantage SM IUL	Income Advantage SM IUL
Designed to:	Provide affordable life insurance protection.	Provide life insurance protection and the potential for greater cash value ¹ accumulation.
No-lapse protection period:	Long-term no-lapse protection premium guarantees the minimum period of time the coverage will remain in force. For most clients, this premium guarantees coverage to age 90, ² which is up to, or even beyond, life expectancy for most issue ages. ³	No-lapse protection premium guarantees the death benefit will last for a minimum of 10 years.
Participation rates and caps:	Lower cap rates on the capped strategies; and a lower participation rate on the uncapped strategy.	Higher cap rates on the capped strategies; and a higher participation rate on the uncapped strategy.
Cash value is primarily used to:	Extend the death benefit protection beyond the long-term no-lapse protection period.	Help supplement future cash needs, such as paying for a child's college education expenses, supplementing retirement income or for any reason they choose.
Ideal for:	Clients with a long-term death benefit need such as income replacement, wealth transfer or estate planning.	Clients who have a life insurance need, but also want to build a tax-deferred cash value. ¹

What is the same?

The good news is these products also have many similarities. Both use the same straightforward crediting method, offer the same index interest crediting strategy options and base their index interest rate calculation on the performance of the same market index. They also offer the same riders and features, including the Guaranteed Refund Option Rider,⁴ the Long-Term

Care Rider⁵ and the Accelerated Death Benefit Riders for Chronic and Terminal Illness. This means that you can quickly transition from one product to the other if you uncover that your clients' needs are different than you initially thought.

For further details about United of Omaha's Indexed Universal Life products, visit discoveriul.com.

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Underwritten by
United of Omaha Life Insurance Company
A Mutual of Omaha Company

¹ The amount that may be available through loans or withdrawals, as defined in the contract.

² For insureds issue ages 80 and above, a guarantee to age 90 is provided by paying the short-term no-lapse protection premium.

³ Source: Social Security Administration, Estimates from the 2016 Trustees Report.

⁴ For Life Protection Advantage, the GRO rider is not available for clients over age 60 (regardless of risk class), for substandard or tobacco cases under age 50 or for substandard tables 5-16 at ages 50 and above. For Income Advantage, the GRO rider is not available for substandard or tobacco cases under age 50 or for substandard tables 5-16 at ages 50 and above. In order to remain eligible for the rider, the client must continue to make their required premium payments as defined in the rider. Refund is limited to 80% of the policy's lowest specified amount and is reduced by any previous withdrawals and outstanding loans.

⁵ Clients age 30-79 are eligible to apply. If the policy is issued with the LTC Rider, the Chronic Illness Rider will not be included.